

Message Text

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ACTION EA-07

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FM AMCONSUL AUCKLAND

TO USDOC WASHDC

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AMEMBASSY WELLINGTON

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EO 11652: NA

TAGS: BFOL NZ

SUBJECT: PRIVATE TRADE OPPORUNITY

1. 614/02/P/ 01

2. 080174

3.QPILLING

4. 614 NEW ZEALAND

5. M

6A REPLY TO

6B BARRY A CLAUSEN, MARKETING MANAGER

6C SAMUEL PARKER LTD.

PO BOX 154

AUCKLAND NEW ZELAND

7. CABLE PARKSAM; TEL 30-706

8. --

9. 101

10. DESCRIPTION.

99141 99-0100 COMPLETE PLANT FOR ROLL FORMING SHAPING
OF RAINWATER OR RAIN CARRYING SYSTEMS. INCLUDES
MANUFACTURE OF GUTTERING, DOWNPIPE, BENDS AND PUSH
FITTINGS. SYSTEMS TO BE MANUFACTURED FROM GALVANISED
SHEET AND ALUMINIUM. OFFERS FOR ENTIRE MANUFACTURING
SYSTEM REQUIRED BUT TO INCLUDE PAINT EQUIPMENT
AS THIS CAN BE DONE IN ESTABLISHED FACILITY.
SALES EXPECTED TO EXCEED \$1,000,000. MARKETS
NEW ZEALAND AND OCEANIA. FIRM, WHICH WAS ESTABLISHED
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IN 1869, HAS EXCELLENT ESTABLISHED SHEET METAL WORKING

FACILITIES AND KNOW HOW AND WISHES TO EXTEND AND
UPGRADE ITS ACTIVITIES IN THE MANUFACTURE OF RAIN
CARRYING SYSTEMS TO SUPPLY COMPLETE PACKAGES EASILY
INSTALLED SYSTEMS. FIRM REPRESENTS ONE US COMPANY,
LA MERE INDUSTRIES, WALWORTH, WIS., FOR THEIR
"DESTROILET" GAS FIRED TOILETS. THIS AGENCY ACQUIRED
EARLY THIS YEAR. PARKER'S ANNUAL SALES VOLUME EXCEEDS
NZ\$9. MILLION. EMPLOYS 400, 30 SALES. PRODUCTS
MANUFACTURED INCLUDE: GALVANISED HOLLOWARE, ROOFING
AND CLADDING, GUTTERING, ELECTRIC AND GAS OPERATED
HOTWATER CISTERNS, GAS OPERATED CENTRAL HEATING SYSTEMS,
METAL OUTBOARD MOTOR BOATS, PLUMBING FIXTURES AND FITTINGS.

COMPANY REPRESENTATIVE REQUESTS INQUIRY BE KEPT AS
CONFIDENTIAL AS POSSIBLE TO AVOID POSSIBILITY OF ALERTING
NZ COMPETITION TO THEIR INTEREST. THREE US COMPANIES
MANUFACTURING PRODUCTS SIMILAR TO HIS FIRM'S INTEREST ARE:
GUTTERMAKER/ ALUMCO INDUSTRIES, TOLEDO, OHIO 43612;
WATERTITE, DENVER, COLARADO; ALSCO DIVISION, HARVARD
INDUSTRIES, AKRON, OHIO 44308. FIRM IS NOT INTERESTED
IN JOINT VENTURING WITH A US COMPANY. PARKER IS PREPARED
TO SEND COMPANY OFFICERS TO THE US TO DISCUSS REQUIREMENTS
WITH PROSPECTIVE SUPPLIERS. UPDATED WTD REPORT UNDER
PREPARATION.
MCINTOSH

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